

APC SUSTAINABILITY JOURNEY

NARA RENDERING SYMPOSIUM

DAVE DIRKS

CHIEF OPERATING OFFICER



OVERVIEW

- About APC
- Sustainable from the Start
- Customer Dynamics
- Changing Our Thinking
- Evaluating Existing Data
- APC's Journey
- Telling Our Story



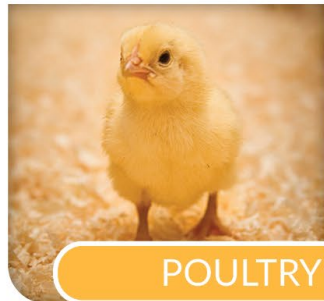
ABOUT APC

MAXIMIZING THE VALUE OF RESOURCES

- Family owned and based in Iowa, USA with 17 manufacturing facilities in 8 countries
 - Blood is collected from beef or pork meat packing plants
 - APC transforms the blood into spray dried plasma and red cells
- The nutrient dense ingredients are used in companion animal, food animal and crop production industries in 58 countries
 - APC's ingredients help 8 million animals thrive every day through improved nutrition and health benefits and contribute to increased crop yields



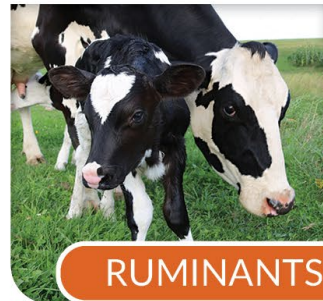
SWINE



POULTRY



COMPANION



RUMINANTS



AQUA



PLANT HEALTH

SUSTAINABLE FROM THE START

- For 40+ years, APC has upcycled what was once a waste stream and environmental hazard
- Our team was resistant to formalizing sustainability efforts due to our internal bias – we are part of the original recycling industry



CUSTOMER DYNAMICS

- Pet food and aquaculture companies began with soft pressure for sustainability numbers and details
- Our position that the circular economy benefits of the rendering industry were no longer enough
- We were de formulated from a pet food product because our carbon footprint was too high

KEY TAKEAWAY

Pay attention to industry trends to avoid having customers provide a wakeup call.

CHANGING OUR THINKING

- Meeting nutrition and cost goals were no longer the only measures – our ingredients were being measured on CO2
- This was no longer a theoretical threat – a real impact to our business was on the horizon
- We formed a sustainability task force to understand our actual position and plan for the future

KEY TAKEAWAY

Understand the customer need, market trends, and your own status

EVALUATING EXISTING DATA

- Values assigned to us by customers seemed incorrect
- We learned there are many data sources – some good and some with dubious information
- Our EU blood association (EAPA) engaged a consulting group to review and successfully revise databases to be accurate for our products

KEY TAKEAWAY

Do the work to create LCA's for your products and that this data is accessible by customers

APC'S JOURNEY

- Understanding customer desires for forward movement toward carbon neutrality
- Need for accurate LCA's for our own products
- Arming our sustainability task force with knowledge through education programs
- Analyzing GHG emissions in each manufacturing plant
- Setting goals for CO2 reductions

KEY TAKEAWAY

Sustainability is a journey that requires a dedicated team, time and help from external experts.

TELLING OUR STORY

- Our position has changed from defense to offense
- Developed our message to share with customers
- Sustainability is now a positive part of customer conversations

KEY TAKEAWAYS

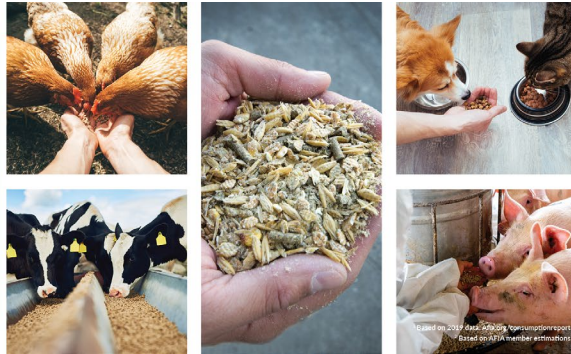
Proactively shape your own destiny.
Partner with others in your industry.
Communicate progress with customers and
internal stakeholders.

OUR SUSTAINABILITY FOCUS

40%

OF ANIMAL FOOD
INGREDIENTS

COME FROM BYPRODUCT
SOURCES



5,000,000

KILOWATT HOURS ENERGY
GENERATED ANNUALLY

SOLAR INSTALLATIONS
& HEAT RECOVERY



190,000,000

LITERS OF WATER
RECYCLED ANNUALLY

THROUGH CLEAN WATER TANKS
& IRRIGATION



8,000,000

ANIMALS POSITIVELY
IMPACTED DAILY

THROUGH IMPROVED
NUTRITION & HEALTH BENEFITS

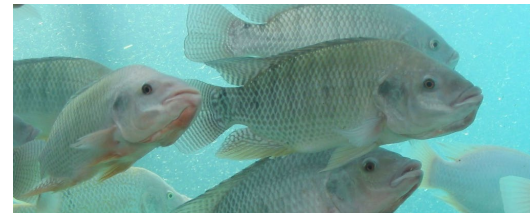
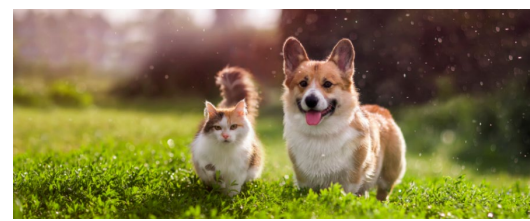


OUR STATUS: ADVANCING SUSTAINABLE PRACTICES

- Upcycling raw materials for zero waste
- Helping animals thrive through better nutrition

while...

- Recycling water, utilizing waste heat, improving efficiency, and investing in alternative energy sources
- ...to actively work toward our carbon reduction goals



QUESTIONS

LEARN MORE ABOUT OUR JOURNEY AT:
APCproteins.com/sustainability

